

## Message Text

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51

ACTION EB-07

INFO OCT-01 AF-06 ISO-00 CAB-02 CIAE-00 DODE-00 DOTE-00

INR-07 NSAE-00 RSC-01 FAA-00 L-02 SS-15 NSC-05 /046 W

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FM AMEMBASSY MONROVIA

TO SECSTATE WASHDC 4593

INFO USDOC WASHDC

LIMITED OFFICIAL USE MONROVIA 0716

E.O. 11652: N/A

TAGS: EAIR, LI, US

SUBJECT: DIRECTIVE BY GOL TO FOREIGN CONCESSIONS TO USE AIR  
LIBERIA TICKETING FACILITIES

REFS: (A) MONROVIA 6027 (11/2/73); (B) MONROVIA 6635 (12/5/73);

(C) MONROVIA 0437

1. AMERICAN BUSINESSMAN MANAGING LARGE CONCESSION HELD BY MAJOR  
U.S. COMPANY SHOWED COMMERCIAL ATTACHE LETTER FROM WILLIAM E.  
DENNIS, JR., MINISTER OF COMMERCE, INDUSTRY & TRANSPORTATION  
DATED JANUARY 31, 1975. BUSINESSMAN ASKED THAT EMBASSY RESPECT  
HIS CONFIDENTIALITY IN PROVIDING US THIS INFORMATION. TEXT OF  
LETTER IS:

QTE: DEAR MR. MANAGER: I WISH TO CONFIRM GOVERNMENT'S  
POLICY WITH REGARD TO ENTERPRISES WHICH HAVE BEEN GRANTED  
CONCESSION BY THE GOVERNMENT ABOUT UTILIZING LIBERIAN-OWNED  
SERVICES WHERE AVAILABLE.

THE POLICY OF GOVERNMENT WITH RESPECT TO AIR TRAVEL BY CONCESSION-  
AIRES IS THAT THEY SHOULD UTILIZE THE DOMESTIC AND REGIONAL SERVICES  
OF AIR LIBERIA. FURTHERMORE, BEING A MEMBER OF THE INTERNATIONAL  
AIR TRANSPORT ASSOCIATION (IATA), AND BEING POSSESSED OF THE  
NECESSARY FACILITIES, AIR LIBERIA IS CAPABLE OF HANDLING ALL OF  
YOUR INTERNATIONAL TRAVEL ARRANGEMENTS, ITS TICKETS BEING  
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INTERNATIONALLY VALID.

YOUR COMPANY FALLING INTO THE CATEGORY OF A CONCESSION IS HEREBY REQUIRED, WITH IMMEDIATE EFFECT, TO UTILIZE AIR LIBERIA'S FACILITIES.

I HAVE ACCORDINGLY INSTRUCTED THE PRESIDENT OF AIR LIBERIA TO CONTACT YOU SO AS TO WORK OUT DETAILS OF SUCH ARRANGEMENTS.

SINCERELY YOURS, (SIGNED) WILLIAM E. DENNIS, JR., MINISTER.

CC: MINISTER OF FINANCE

PRESIDENT, AIR LIBERIA. UNQTE.

2. AIR LIBERIA IS GOVERNMENT-OWNED AIRLINE UNDER MANAGEMENT CONTRACT TO HUGHES AIR WEST (REFS A AND B). WHILE EMBASSY AWARE THAT AIR LIBERIA IN PROCESS UPGRADING AND STANDARDIZING FLEET, WHILE ADJUSTING ROUTE STRUCTURE (SEE REF C) TO IMPROVE FINANCIAL POSITION OF AIRLINE, THIS FIRST INSTANCE WE AWARE OF GOL PRESSURE TO GIVE AIR LIBERIA ADVANTAGE OVER OTHER AIRLINES. AS LETTER INDICATES, GOL IS APPARENTLY ASKING CONCESSIONAIRES NOT ONLY TO FLY AIR LIBERIA ON ROUTES IT SERVES, BUT REQUIRING THEM TO PURCHASE TICKETS THROUGH AIR LIBERIA FOR ALL TRAVEL.

3. IN EMBASSY VIEW THIS POSSIBLE VIOLATION OF A NUMBER OF BILATERAL AND MULTILATERAL AGREEMENTS INCLUDING IATA REGULATIONS. IT PROBABLY VIOLATION OF US-LIBERIA TREATY OF FRIENDSHIP, COMMERCE AND NAVIGATION. WE PRESUME SAME LETTER HAS BEEN SENT TO MANAGERS OF OTHER CONCESSIONS, AND POSSIBLY SIMILAR PRESSURE IS BEING BROUGHT TO BEAR ON OTHER SEGMENTS OF THE BUSINESS COMMUNITY. EMBASSY WILL DISCREETLY ASCERTAIN EXTENT OF THIS POLICY.

4. EMBASSY WILL ALSO RAISE SUBJECT WITH CLEMENS OF AIR LIBERIA (HUGHES AIR WEST) ON APPROPRIATE LOW-KEY OCCASION TO OBTAIN FURTHER BACKGROUND ON THIS MOVE. IT DOUBTFUL AIR LIBERIA INITIATED THIS POLICY AND IT IS ENTIRELY POSSIBLE THAT AIR LIBERIA WAS CAUGHT AS UNAWARE AS WE WERE.

5. WOULD APPRECIATE DEPARTMENT GUIDANCE ON ACTION TO BE TAKEN HERE TO COUNTERACT THIS MOVE WHICH PLACES FOREIGN CARRIERS WITH TICKET OFFICES IN MONROVIA (INCLUDING PAN AM) AT DISTINCT LIMITED OFFICIAL USE

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DISADVANTAGE WITH RESPECT TO TICKET SALES. WILL AWAIT INSTRUCTIONS WHILE ATTEMPTING OBTAIN FURTHER INFORMATION. PENBERTHY

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## Message Attributes

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**To:** STATE  
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